



U.S. Small Business
Administration

SBA News

SBA's Emerging Leaders program now accepting applications for upcoming Indiana class

Emerging Leaders Initiative



U.S. Small Business
Administration



The SBA Emerging Leaders Initiative provides **free** entrepreneurship education and training for executives of small, poised-for-growth companies that are potential job creators. Since its inception in 2008, the SBA's Emerging Leaders Initiative has trained over 5,000 small business owners, creating over 6,500 jobs, generating over \$300 million in new financing, and securing over \$3.16 billion in government contracts. **Indianapolis is one of only 55 SBA sites across the nation** offering this valuable program.

Program highlights:

- Customized training for “C” (CEO, COO, etc.) level executives with demonstrated business sustainability of at least 3 years in business and annual revenue of at least \$250K
- Curriculum was developed by Boston University, and is tailored to the needs of local participants by Emerging Leaders Indiana facilitator Tim Martin, former Pepsi-Co executive and current SCORE mentor
- Classes typically begin in April with graduation taking place in October or November and includes 100 + hours of professional specialized training and peer-to-peer counseling
- Graduates walk away with a three-year strategic growth action plan with benchmarks and performance targets to help emerge as self-sustaining and expanding businesses that creates jobs and build communities
- Specialized areas of training include:
 - Growth Strategies Plans
 - Financing and Access to Capital
 - Government Contracting
 - CEO Mentoring

Qualifications:

- Have annual revenues of at least \$250,000
- Have been in business for at least 3 years
- Have at least one employee, other than self

The registration link is: <https://interise.org/sbaemergingleaders/> . The application is pretty straightforward and our Emerging Leaders Program Manager Ronda Crouch is on hand to answer questions and walking you through the process. Click below and send her an email today!

[Emerging Leaders--email your interest!](#)

Webinars



We Open Doors to Bonding!

The SBA Surety Bond Guarantee Program

WHEN: March 12, 1 pm EST

WHERE: Online (*login instructions are below*)

Are you a small business with no prior bonding experience? Have difficulty qualifying for bonding or want to increase your bond limits? Learn how we can help during a free webinar on the SBA Contract Bonds & Surety Bond Guarantee Program. No registration is required--simply follow the directions below and join our [Skype Meeting](#) March 12 at 1 pm EST. See you there!

[Click to Join Skype Meeting](#)

Access webinar up to 10 minutes prior to start time. Click above or copy & paste <https://meet.lync.com/sba123/temurray/JZL4CQP0> into your browser to attend. Instructions for connecting to audio will be present on screen.

Join by phone: +1 (202) 765-1264,406583492#

Conference ID: 406583492

How to Export



Take Your Business Global

**SBA Exporting--resources,
funding, and programs**

WHEN: March 19, 2 pm EST

WHERE: Online

Please join the Small Business Administration (SBA), in collaboration with the National Women's Business Council, in our March celebration of both Women's History Month and International Women's Day. SBA will showcase how women-owned businesses have grown their revenues by selling overseas. By joining this Webinar, you'll learn how SBA can help you participate in the \$45 trillion global trade economy.

Registration is required. Click below to sign up today!

[Take Your Business Global](#)

Workshops

**Launch your
Business**



10 Steps to Start Your Business

Dubois

WHEN: March 23, 10 am & 3 pm EST

WHERE: Dubois Branch Library, 5506 E Main Street, Dubois

Thinking of starting a business but don't know where to begin? Want to be your own boss but not sure how to do it? Then this workshop is just what you need! Learn 10 basic steps to follow; what resources are available; important tips on starting a business; and the reality about grants.

Registration is required by March 19. Click below on the session of your choice and sign up today.

[10 Steps Workshop Dubois \(Morning Session\)](#)

[10 Steps Workshop Dubois \(Afternoon Session\)](#)

Federal contracting
can help your **small
business** grow.
The SBA can help you contract
with Uncle Sam.



Contracting Showcase

Indianapolis

**Session 1--SBA 8(a) Business Development Recruitment
& Summit**

Session 2--Selling to the Federal Government

WHEN: March 18, 1 pm & 2pm EST

WHERE: Mid-States Minority Supplier Development Council, Upstairs Auditorium, 2126 N. Meridian Street, Indianapolis

These two workshops focus on federal contracting opportunities and how SBA contracting programs can help. In session one, learn about SBA's premier 8(a) Business Development Program, benefits, and the application process. In session two, learn how to market your small business to make it attractive to federal contract officials in charge of buying goods and services. For those that bring their laptops, one-on-one assistance will be available to help small business owners register their business in SAM.gov and to begin the 8(a) application.

Registration is required. Click below and sign up for one or both sessions today.

[**SBA 8\(a\) Business Development Recruitment--Indianapolis**](#)

[**Selling to the Federal Government Workshop--Indianapolis**](#)



IN-STEP Roundtable

South Bend

WHEN: March 24, 10 am EST

**WHERE: Indiana University South Bend Administration Building,
Second Floor Alumni Room, 1700 E. Mishawaka Avenue, South Bend**

The [Indiana State Trade and Export Promotion \(IN-STEP\) program](#) provides grant funding to develop and expand export opportunities throughout the state, assisting Indiana small businesses with identifying, marketing and selling Hoosier-made goods in international markets. At this free workshop, representatives will be presenting on the states newly launched program. Learn more about how IN-STEP can help offset your exporting cost.

Registration is required. Click below and register today.

[IN-STEP Roundtable--South Bend](#)



IN-STEP Roundtable

Portage

WHEN: March 24, 1 pm CST

WHERE: Purdue Northwest Portage Meeting Facility, 6100 Southport Road, Portage

The [Indiana State Trade and Export Promotion \(IN-STEP\) program](#) provides grant funding to develop and expand export opportunities throughout the state, assisting Indiana small businesses with identifying, marketing and selling Hoosier-made goods in international markets. At this free workshop, representatives will be presenting on the states newly launched program. Learn more about how IN-STEP can help offset your exporting cost.

Registration is required. Click below and register today.

IN-STEP Roundtable--Portage

IN-STEP Roundtables are hosted by the Indiana Economic Development Corporation and the Indiana Small Business Development Centers.

Indiana Loan Approvals

Through January 31, 2020



SBA now offers customized local emails for small business owners like you! To receive info about SBA-related training and events exclusively in your area, take a moment to input your zip code at www.sba.gov/updates.



SBA Indiana District Office

**8500 Keystone Crossing, Suite 400
Indianapolis, IN 46240
317-226-7272**

| | | |
|--|-------------------------|-----------------|
| <u>District Director</u> | <u>Stacey Poynter</u> | <u>ext. 122</u> |
| <u>Deputy District Director</u> | <u>Martin Anderson</u> | <u>ext. 111</u> |
| <u>Public Affairs Specialist</u> | <u>Laura Schafsnitz</u> | <u>ext. 140</u> |
| <u>Economic Development Specialist</u> | <u>Ronda Crouch</u> | <u>ext. 112</u> |
| <u>Economic Development Specialist</u> | <u>Lindsay Maliqi</u> | <u>ext. 128</u> |
| <u>Business Opportunity Specialist</u> | <u>Vernice Mathis</u> | <u>ext. 115</u> |

www.sba.gov/in

Subscriber Services

[Unsubscribe](#) | [Manage your account](#)

